

## Average Wholesale Price

First Data Bank has changed the way they create AWP.

- In the past, some manufacturers list price was marked up 20.5%, others 25% based on the product's labeller code.
- Now, concurrent with price increases, 25% mark-up is being applied, regardless of historical precedence.

AWP is outside of the control of BMS but does affect the way that customers view the cost of our products.

BMS/AWP/01109782

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